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Message Text

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PAGE 01 WELLIN 04569 282328Z
ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 ICA-20 /041 W
----------129908 290637Z /12
R 282224Z AUG 78
FM AMEMBASSY WELLINGTON
TO SECSTATE WASHDC 6140
INFO AMEMBASSY PORT MORESBY
AMEMBASSY SUVA
AMEMBASSY CANBERRA
AMCONSUL SYDNEY
AMCONSUL AUCKLAND BY POUCH

UNCLAS WELLINGTON 04569

E.O.11652:N/A
TAGS: BEXP, NZ
SUBJECT: COMMERCIAL ACTION PROGRAM (CAP) - NEW ZEALAND - FY 79

REF: (A) WELLINGTON 3185; (B) WELLINGTON 3890 (NOTAL); (C) STATE 210898 (NOTAL); (D) STATE 212014; (E) PORT MORESBY 1370 (NOTAL)

1. REF A TRANSMITTED AND REF B AMENDED A CAP FOR NEW ZEALAND FOR FY 79. REF D TRANSMITS THE RESULTS OF A WASHINGTON REVIEW OF THAT CAP. REF C CONVEYS THE SYDNEY IMC AND SPECIAL ACTIVITIES PROGRAMS FOR FY 80, AND REF E IS PORT MORESBY'S REQUEST TO BE INCLUDED IN ONE OF THE TRADE MISSIONS SPECIFIED THEREIN. IN VIEW OF THE FY 80 SCHEDULE CONTAINED IN REF C, AND IN VIEW OF THE INDICATION IN REF D THAT NEW ZEALAND WILL NOT BE RECEIVING IN FY 79 TRADE MISSIONS IN INSTRUMENTATION OR PLASTICS INDUSTRY EQUIPMENT, WE SUGGEST AMENDMENTS TO THE FY 79 NEW ZEALAND CAP AS FOLLOWS. A DIRECT ANSWER TO REF C WILL BE SENT SEPARATELY.

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2. THE LOSS OF THE INSTRUMENTATION TRADE MISSION LEAVES US WITH AN INSTRUMENTATION CAMPAIGN CONSISTING BASICALLY OF TWO MARKET BRIEFS. WITHOUT THE MISSION OR SOME OTHER RELATED PROMOTION EVENT IN VIEW, WE BELIEVE THAT OUR EFFORTS WOULD BE MORE CONSTRUCTIVELY CHANNELED TOWARD A THEME WHERE THE RESEARCH WE UNDERTAKE CAN BE EXPECTED TO BE USEFUL BOTH IN ITS OWN RIGHT

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AND AS THE STIMULUS TO A PROMOTION EVENT. WE THEREFORE PROPOSE THE SUBSTITUTION OF A CAMPAIGN ON "ENERGY" FOR THE CAMPAIGN ON INSTRUMENTATION. THE NEW EFFORT WOULD CONSIST OF THE NATURAL GAS STUDY (SPECIAL EFFORT NUMBER 1 IN THE ORIGINAL CAP SUBMISSION) PLUS A SECOND STUDY ON THE NEW ZEALAND MARKET FOR POWER GENERATION EQUIPMENT, THE LATTER DIRECTLY TIED TO THE POWER GENERATION TECHNICAL SEMINAR SCHEDULED FOR NOVEMBER 1979. IN VIEW OF THE ADDITION TO OUR WORK PROGRAM FOR FY 79 OF THE MICHIGAN STATE IOGA TRADE MISSION (REF STATE 205136 AND AUCKLAND 491) AND THE ADDITION TO OUR VISIT USA SPECIAL EFFORT OF TWO FAM-ILIARIZATION TOURS TO THE USA IN FY 79 FOR NEW ZEALAND TRAVEL JOURNALISTS, AS WELL AS THE POWER GENERATION STUDY, WE BELIEVE THE MARKET BRIEFS ON PROCESS CONTROLS AND LABORATORY INSTRUMENTATION SHOULD BE DROPPED FOR FY 79. QUENTIN PILLING WOULD MANAGE THE ENERGY CAMPAIGN.

3. RE PARA 2 REF D, WE WOULD APPRECIATE ASAP DETAILS ON THE TIMING OF THE PACKAGING VTR SCHEDULED FOR OCTOBER. WE GATHER FROM THAT PARA THAT WE CAN LOOK FORWARD TO HAVING A SECOND USE OF THE VTR IN MAY FOR THE MARINE EXHIBITION IN WELLINGTON, AND THEREFORE PROPOSE THAT IT BE PRESENTED IN OCTOBER 1978 IN AUCKLAND AND CHRISTCHURCH. THIS COULD BE DONE IN SIX WORKING DAYS - NOTE THAT OCTOBER 23 IS A NEW ZEALAND HOLIDAY.

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4. RE PARA 4 REF D, WE BELIEVE THAT WE CAN PRESENT THE PLASTICS EQUIPMENT VTR IN THREE CITIES WITH NO COSTS, THANKS TO ANTICIPATED STRONG SUPPORT FROM ICA/NEW ZEALAND. WE SUGGEST THE PERIOD AUGUST 8-16, 1979, WHICH WILL BE OPTIMUM IN TERMS OF OUR OTHER CAP COMMITMENTS.

5. APPRECIATE SUGGESTION PARA 9 REF D THAT WE SUPPORT COMPUTER SHOW IN MELBOURNE APRIL 2-6. WILL DO.

6. RE PARA 12 REF D, WE LOOK FORWARD TO A REPFIND IN PRINTING AND GRAPHIC ARTS NEXT AUGUST IN AUCKLAND. HOWEVER, WE DO NOT ANTICIPATE BEING ABLE TO PRODUCE A DETAILED MARKET STUDY ON THIS THEME DUE TO OTHER COMMITMENTS. WOULD A ONE- OR TWO-PAGE NARRATIVE BY FEBRUARY 15, 1979 SUFFICE?

7. WOULD APPRECIATE WASHINGTON COMMENTS ON FOREGOING IN DUE COURSE.

8. FINANCIAL RESOURCES SCHEDULE DELAYED DUE TO CONTINUING NEGOTIATIONS WITH A CONTRACTOR FOR THE AGENCY INDEX UPDATE. SCHEDULE WILL BE SUBMITTED ASAP. SELDEN

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